

EXECUTIVE SUMMARY

Dynamic senior executive with proven experience in not-for-profit and for-profit/corporate environments. Solid record of achievement and progressive leadership management; history of growing membership and market share; demonstrated success in setting and executing strategy, optimizing resources, fostering cross-organizational alignment, building relationships, driving employee engagement, and delivering solid results that support organizational objectives; highly effective and visible communicator as well as respected advocate at the federal and state levels.

- **Proven transformational leadership**
- **Astute in strategic planning and implementation**
- **Solid record of accomplishments with constituent groups**
- **Expertly manages complex and controversial issues**
- **Communicates effectively with people at all levels**
- **Financially astute**

PROFESSIONAL EXPERIENCE

Principal

2010 - 2017

Ex. 6 - Personal Privacy

Consulting, Bethesda, MD

Ex. 6 - Personal Privacy

Consulting is a boutique consulting firm that provides management and public relations consulting services focused on working with associations to manage transitions, work with Boards, implement change and deliver policy and advocacy expertise. Services include interim organization management, change management, strategic planning and advocacy. Clients included American Chemistry Council and CASA Montgomery County.

President & CEO

2012 - 2016

National Waste & Recycling Association, Washington, DC

The National Waste & Recycling Association is a 700-member trade association that represents the private sector \$65 billion U.S. waste and recycling industry. NWRA's mission is state and federal advocacy, education, research, and safety expertise. Had overall responsibility for the leadership and management of the \$6.5M organization which has \$16M in reserves, 29 state chapters and 21 employees, several contractors and three direct reports. Reported directly to the Board of Trustees. Served as a primary spokesperson to the press and in numerous public and private forums.

- Successfully led the association through major rebranding and merger of two associations.
- Led the effort to elevate the association as the most effective and respected voice of the industry, increasing name recognition and membership.
- Assured a more member-led approach with the creation of a committees to direct program efforts.
- Cultivated strong education and safety programs enhancing member efforts and performance.
- Oversaw the development of a certification program for safe drivers.
- Established a program to address worker shortage and served as spokesperson to promote work in the industry.
- Recruited several high-value members (over \$200K in annual revenues) and two new chapters into the association.
- Led the development and implementation of the first strategic plan with 100% completion.
- Led the effort to enact legislation in 12 states to protect trash workers in the streets.
- Designed the strategic media approach to garner 70% "share of voice."
- Created strong partnerships with Keep America Beautiful, American Chemistry Council and the Society of the Plastics Industry, SWANA and ISRI to leverage association efforts.

Vice President, Products Division

2006 - 2009

American Chemistry Council, Washington, DC

The American Chemistry Council (ACC), a trade association of over \$110 million in revenues is the collective voice of the \$797 billion chemical manufacturing sector and its value chain. Had overall responsibility for leading the Products Divisions, a 50-employee organization with a \$50M budget. Led development of the vision and strategy, product promotion, advocacy, research, policy, membership recruitment, revenue and finances. Reported directly to the President & CEO and served as board liaison.

- Directed advocacy and communications efforts to address product-related concerns in 46 states with about a 90% success rate.
- Served as spokesperson on critical issues before Congress and high profile media.
- Created a high-performance approach to division operations, with a commitment to customer service, continuous improvement and a focus on results.
- Broke new ground with partnerships and campaigns on critical issues, including a California partnership with government and conservation groups to address concerns with plastics, resulting in a 30% increase in favorability rating among influential residents.

Vice President, Regulatory Affairs

1999 - 2006

American Forest & Paper Association, Washington, DC

The American Forest & Paper Association (AF&PA) is the \$20M national trade association of the forest products industry and advances public policies that promote a strong and sustainable U.S. forest products industry in the global marketplace. Had overall responsibility for leading the regulatory policy, strategy and advocacy efforts for this 100-member organization that included major companies such as International Paper and Weyerhaeuser. Directed 12 professionals and a budget of \$7M.

- Oversaw the completion of extensive worker health studies which were communicated to all industry stakeholders.
- Coordinated the industry commitment to emissions reduction and reporting.
- Orchestrated the voluntary industry commitment to greenhouse gas reductions.
- Spearheaded the creation of the Treated Wood Council and established it within AF&PA.
- Established CEO-to-CEO discussions between the Forest Products industry and railroads to address serious concerns with rail service which resulted in significant commitments to improve service.

Federal Relations Representative, Chevron Corporation

1997 - 1999

Manager, Government Affairs & Investor Relations, Hercules Inc.

1992 - 1997

Manager, Regulatory Issues/ Spec. Assistant to the V.P., American Petroleum Institute

1985 - 1992

Other Previous Experience Available Upon Request

EDUCATION

Masters Business Administration, University of Pittsburgh, Pittsburgh, PA.

Bachelor of Science, Chemistry, Cum Laude, University of Scranton, Scranton, PA,

BOARD/COMMITTEES

2000- pres.	Member, American Society of Association Executives
2012-2016	Member, NAM Council of Manufacturing Associations
2012-2016	Member, ASAE Key Industry Associations Committee
2011-2013	Vice President, CASA, Montgomery County Board of Directors
2000-2009	Member, EPA Clean Air Act Advisory Council
2005-2008	Chairman, President's Washington Council, University of Scranton
2000-2006	Member, Forest Products Industry Labor Management Committee

References Available Upon Request